

## TOTEM PACIFIC CONTRACTORS, INC.

### GENERAL/MECHANICAL CONSTRUCTORS



- 11<sup>th</sup> year in business
- \$1,500,000 Single Project Bonding Capacity
- ISO 9001:2000 Compliant

*And.....*

- Zero Lost Time Injury Accidents
- Zero Claims
- Zero Delays

*And.....*

SBA Certified:

- 8(a) January 29, 2011
- S.D.B. January 29, 2011
- HUBZone December 12, 2004

Federal Department of Transportation

- D.B.E. through 12/20/2004

State of Washington

- Minority Business Enterprise

*And.....*

Alaska Native American Owned

Vietnam Veteran Owned



**Totem Pacific Contractors, Inc.**

PO BOX 987  
SUMNER WA 98390  
Phone (253) 848-4697  
Fax (253) 770-7660

E-Mail: [gferguson@totempacific.com](mailto:gferguson@totempacific.com)

# TOTEM PACIFIC CONTRACTORS, INC.

In 1994, two lifelong friends decided to stop working for other contractors and form their own venture, Totem Pacific Contractors. Their experiences in the construction industry ranged from General Foreman on the \$60 million dollar physical plant at Washington's Submarine Base at Bangor to an \$85 million dollar Alaska skid project.

The founders of Totem Pacific believe in themselves and their principals. These principals are applied when times are good and more importantly when times have not been so good. The proof of the principals is reflected in the numbers.

**Quality:** Totem Pacific is compliant with ISO 9001:2000 for construction. Currently the benefits vs. cost of certification are still being weighed.

**Safety:** Totem Pacific has not had a single injury accident, ever! The company safety manual was created before clients required them.

**Claims:** Totem Pacific has never had a claim against an owner or a contractor. Totem Pacific believes issues can and should be resolved among professionals-not in a courtroom full of lawyers.

**Project Completion:** Totem Pacific completes its projects on time, even under

the most stringent time constraints. Totem Pacific has never had a project delay attributed to it.

Principals are easy to have when times are good, the contract backlogs are large, and the Accounts Receivables never age.

These principals have been tested under the most difficult circumstances. Totem Pacific has had contractors file bankruptcy, endured non-existent backlogs, and has seen Accounts Receivable move from current column to the 90-day average column.

We are proud to say through these trials we have become a better, smarter, and more efficient construction company. We have been forced to do more with less.

We are proudest of the fact we can use every client and every contractor we have worked with as a reference. A list of references and projects are available upon request.

## EXPERTISE

The owners of Totem Pacific Contractors have over 66 years of commercial industrial experience in construction. The expertise began with union apprenticeships, developed on site working for regional contractors.

Our expertise includes concrete, framing, finish carpentry, cabinets, structural steel, doors, hardware, windows, equipment removal, equipment moving and installation.

As a small General Contractor, there have been years the only work available was what other contractors classify as "garbage" work. Most of this work involved complex tenant improvement work that was very difficult to complete. Totem Pacific looked at this work as opportunity and thrived on the impossible. Consequently, Totem Pacific has built many long-term relationships with numerous large industrial clients.

Totem Pacific added a mechanical division in 2001 at the request of its largest private client. In FY 2003 Totem Pacific completed close to \$1,000,000 in revenue in the mechanical division. Totem installs piping systems, boilers, chillers, air handling units and plumbing. Also in FY 2003 Totem was awarded an IDIQ contract for Service, Maintenance and Construction projects at Fort Lewis. The majority of the work is mechanical.

## CERTIFICATIONS

Totem Pacific is the only company in the Northwest that has the following certifications:

SBA: 8(a), S.D.B., HUBZone  
Washington State: M.B.E., D.B.E.  
NWMBC: M.B.E.

Owned and controlled by an Alaska Native American and Vietnam Veteran.

Please call me at (253) 848-4697 to arrange a meeting.

Gary Ferguson, President